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FM AMEMBASSY TALLINN  
TO RUEHC/SECSTATE WASHDC 0995  
INFO RUEHHE/AMEMBASSY HELSINKI 5310  
RUEHBS/USEU BRUSSELS

UNCLAS TALLINN 000017

SIPDIS

DEPT FOR EEB/CBA AND EUR/NB  
HELSINKI FOR SCO MCCLEARY

E.O. 12958: N/A

TAGS: [ECON](#) [ETRD](#) [BEXP](#) [AMGT](#) [ABUD](#) [BTIO](#) [EINV](#) [EN](#)

SUBJECT: TALLINN'S BFIF FY09 PROPOSAL

REF: A) STATE 00128559

11. Summary: Embassy Tallinn proposes one FY09 project for the Business Facilitation Incentive Fund connected to the upcoming launch of the Commerce-State Post Partnership Program MOU for Fee Collection. Post requests funding to send our Economic/Commercial/EU LES for training in Foreign Commercial Service (FCS) services standards and services. Post requests a total of USD 2,000 in BFIF funds. End Summary.

12. Proposed project: Training for Economic/Commercial/EU FSN receives in FCS procedures, applications and standards, including the new Client Tracking System (CTS). Post is looking into the possibility of sending the Economic/Commercial/EU LES for joint training with LES from other non-FCS posts, to be determined. In the event there are no such training opportunities, the LES will have training at our partnership FCS post in Helsinki.

A) Justification: Post understands that the upcoming launch of the Commerce-State Post Partnership Program MOU for Fee Collection will require that the services provided by non-FCS posts meet all FCS standard requirements. As a result, it is important to get the most current overview of all service standards to provide adequate customer service to U.S. companies seeking assistance from the Embassy. Additionally, Post understands that by entering data in the new CTS directly, post can retain a larger percentage of collected Trust Funds for State rather than transferring them to Commerce in payment for CTS services.

B) Planning Milestones:

March 2009: BFIF money is awarded;

April 2009-July 2009: Post identifies potential sites for training together with regional posts and EEB/CBA, coordinates hotel and other logistic details;

August 2009: Economic/Commercial/EU FSN has received CTS training;

September 2009: Post sends final BFIF report on performance metrics.

C) Performance Metrics: Use of revenue generated from new FCS tools and programs at post to provide better service to U.S. businesses.

D) Estimated Costs: Transportation: USD 1000, Hotel, Meals and Incidental Expenses: USD 900, Ground

Transportation USD 100. Total Requested: USD 2,000.

E) Point of Contact: Political/Economic Officer  
Robert  
Hollister, phone: 372-668-8107, fax: 372-668-8259,  
email: hollisterrm@state.gov.

F) Leveraging of Funding? Yes, in the event of training opportunities which exceed USD 2,000 Post will leverage BFIF funding with FCS Trust Funds. Post is planning to use the majority of its existing FCS Trust Funds, as soon as they are released, to send this LES to the U.S. Travel Industry Association's annual trade show in Miami, FL in May 2009.

G) Outcome/Success Criteria? Yes, see paragraph C above.

H) Follow-up Strategy: Economic/Commercial/EU FSN will maintain regular contact with FCS Helsinki to get updates on all changes in FCS services standards, possible training opportunities, and any questions concerning the implementation of CTS at Post.

PHILLIPS